

Message Text

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PAGE 01 STATE 079978
ORIGIN COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-08 /031 R

DRAFTED BY COM/BED/CAGNE/JHEARN:E
APPROVED BY EB/OCA/CD:WERAU
COM/BED/CAGNE/AJPLANAGAN
COM/BED/CAGNE/PBHALE
STATE/NEA/RA/DTMORRISON(INFO)
-----017714 290245Z /65

P 290204Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY KUWAIT PRIORITY
INFO AMEMBASSY ABU DHABI PRIORITY
AMEMBASSY ATHENS PRIORITY
AMEMBASSY BRUSSELS PRIORITY
AMEMBASSY JIDDA PRIORITY
AMEMBASSY LONDON PRIORITY
AMEMBASSY TEHRAN PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: BUSINESS OPPORTUNITY: DOHA WEST POWER STATION

REF: (A) KUWAIT 1526, (B) KUWAIT 1683, (C) KUWAIT 1707

1. CAGNE CIRCULATED REF(A) IMMEDIATELY UPON RECEIPT TO TWENTY-FIVE QUALIFIED FIRMS. UNITED TECHNOLOGIES HAS RESPONDED IT NOT INTERESTED. NO OTHER RESPONSES TO DATE EXCEPT AS REPORTED PARA 2 BELOW.

2. CAGNE HAS REVIEWED WITH WESTINGHOUSE ITS DECISION NOT LIMITED OFFICIAL USE

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TO BID SUBJECT PROJECT WITH SENIOR WESTINGHOUSE OFFICIAL. OFFICIAL INDICATED THAT THIS PROJECT HAS BEEN INTENSIVELY REVIEWED BY THE COMPANY AFTER SPENDING 6 FIGURES IN PREBID PROJECT DEVELOPMENT. COMPANY ASCRIBED DECISION NOT TO BID TO U.S. ANTI-BOYCOTT REGULATIONS, KUWAIT FINANCIAL REQUIREMENTS, AND OTHER COMPETING DEMANDS ON COMPANY'S RESOURCES (COMMENT: WOULD APPEAR TO US THAT WESTINGHOUSE DECISION

CAME ONLY AFTER PROLONGED AND HEATED INTERNAL CORPORATE DEBATE AND AT PRESENT TIME DOES NOT APPEAR REVERSIBLE.)

3. REFERENCE TO BOYCOTT LANGUAGE IN TENDER IN PARA 3
REF (C) ORDINARILY WOULD BRING OPPORTUNITY UNDER COMMERCE
POLICY OF NON-DISSEMINATION OF OPPORTUNITIES KNOWN TO BE

SUBJECT TO BOYCOTT CONDITIONS. NEVERTHELESS, CAGNE PURSUED ISSUE WITH WESTINGHOUSE ON BASIS MEW UNDERTAKING PER REF (C) TO DROP BOYCOTT LANGUAGE FOR FIRM IF IT FILED STATEMENT OF RESERVATION TO EFFECT THAT COMPLIANCE WOULD VIOLATE U.S. LAW. IN VIEW OF STATEMENT REPORTED PARA 1-B REF (B), WE ASSUME MEW PREPARED WAIVE BOYCOTT CONDITIONS FOR OTHER POTENTIAL U.S. BIDDERS ON SAME CONDITIONS AS OFFERED TO WESTINGHOUSE. EMBASSY PLEASE CONFIRM SO CAGNE MAY PROMOTE THE OPPORTUNITY WITH OTHER FIRMS. WITHOUT SUCH ASSURANCE, CAGNE CANNOT PROCEED FURTHER.

4. ASSUMING KUWAITIS AGREE DROP BOYCOTT LANGUAGE FOR ALL U.S. BIDDERS, MAGNITUDE OF PROJECT WILL REQUIRE EXTENSIVE PREPARATION TIME BY POTENTIAL U.S. BIDDERS. IN THIS EVENT EMBASSY IS REQUESTED TO APPROACH MEW FOR EXTENSION OF BID DEADLINE BY 60 DAYS. COOPER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE079978
Document Source: CORE
Document Unique ID: 00
Drafter: E
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780135-0649
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780313/aaaaakmd.tel
Line Count: 85
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f3725ebb-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 KUWAIT 1526, 78 KUWAIT 1683, 78 KUWAIT 1707
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3168474
Secure: OPEN
Status: NATIVE
Subject: BUSINESS OPPORTUNITY: DOHA WEST POWER STATION
TAGS: BEXP, KU
To: KUWAIT
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/f3725ebb-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014